



CITY OF LODI COUNCIL COMMUNICATION

AGENDA TITLE: Adopt Resolution Authorizing the Purchase and Installation of an ASTRO P25 UHF Voted Repeater Radio System from Motorola and Delta Wireless & Network Solutions to Replace the Lodi Police Department's Existing Primary Communication Channel (\$86,860)

MEETING DATE: August 15, 2001

PREPARED BY: Jerry J. Adams, Chief of Police

RECOMMENDED ACTION: Adopt Resolution authorizing the purchase and installation of an ASTRO P25 UHF voted repeater radio system from Motorola and Delta Wireless & Network Solutions, in the amount of \$86,860, to replace the Lodi Police Department's existing primary communication channel.

BACKGROUND INFORMATION: The infrastructure to the primary communication channel for the Lodi Police Department is approximately thirty years old. Our system has failed repeatedly recently, causing our dispatchers and officers the complete inability to communicate with one another on this channel. We have been able to improvise intermittently by switching communications to our secondary channel, however the reliability of this channel is limited due to its age. Delta Wireless has responded repeatedly on a time and material basis in an attempt to repair the system. Although successful thus far, they have informed us that our system will fail beyond repair at some point within the next several weeks. Due to the age of the product, the manufacturer (Motorola) no longer produces replacement parts, nor will they support our current system under a service agreement. The unreliability of our communication system, and inevitable failure, creates not only an obstacle for our day to day operations in serving the community, but a serious concern for the safety of our officers in the field as well as the citizens we serve. The replacement of our current system will bring us into compliance with digital capable equipment that will be required through federal radio standards by 2011. It will also allow us to become digitally compliant with San Joaquin County's Master Communication Plan. In doing so, we will be joining other agencies that have recently switched to a digital capable communication infrastructure that will provide interoperability among all local public safety agencies.

A quote has been obtained from our communications hardware vendor (Motorola) in the amount of \$70,758.53 as well as a quote from our installer (Delta Wireless) in the amount of \$16,100.55. Delta Wireless is Motorola's manufacturer representative for the Central Valley. Since we are a governmental agency, we qualify for Western States Contracting Alliance (WSCA) contract pricing that is an already negotiated contract. Both quotes are attached to this communication totaling \$86,859.08.


APPROVED: 
Blair King, City Manager

Purchase and Installation of Repeater Radio System
August 15, 2007
Page Two

FISCAL IMPACT: Maintenance of the system will be charged to the Police Department. The future replacement of this system will be funded by annual transfers, which will be equivalent to a depreciation charge, from the Police Department to the Equipment Replacement Fund.

FUNDING AVAILABLE: The expenditure will be charged to Account 1220501.70 – Equipment Replacement Fund.


Kirk Evans, Budget Manager


Jerry J. Adams
Chief of Police

JJA:jpb
Cc: City Attorney



Authorized Manufacturers Representative

Address Reply to:

Delta Wireless & Network Solutions
1700 W. Fremont St
Stockton, Ca 95203
(916) 966-6611

August 7, 2007

Lodi Police Department
215 W. Elm St
Lodi, Ca 95240

Lt. J.P. Badel,

Motorola is pleased to present the following Informational Cost and Equipment Quote for your consideration.

This Quote is based upon our meeting with your staff personnel and represents the equipment only costs to replace your existing primary dispatch channel, with an ASTRO P25 UHF voted repeater system.

.

For more information or clarification, please call, otherwise I will be in touch.

Thank you for your consideration.

Sincerely,

Joe Maduri
Senior Account Manager
Delta Wireless and Network Solutions
MOTOROLA Authorized Manufacturers Representative



<u>Qty</u>	<u>Item</u>	<u>Description</u>	<u>Unit Price</u>		<u>WCSA</u>
					<u>Extended</u>
<u>COMPARATOR</u>			<u>DNUP</u>	<u>WCSA</u>	
			\$3,700.00		
1	T5770	ASTRO TAC 3000 COMPARATOR	0	\$3,182.00	\$3,182.00
			\$2,800.00		
1	X242	ENH: DIGITAL AND ANALOG OPRN	0	\$2,408.00	\$2,408.00
			\$2,700.00		
1	X48	ENH: CONVENTIONAL OPERATION	0	\$2,322.00	\$2,322.00
			\$1,800.00		
1	X977	ENH: VOTING/MULTICAST OPRN	0	\$1,548.00	\$1,548.00
			\$3,000.00		
1	X225	ADD: 6 WIRELINE I/O PORTS-CAI	0	\$2,580.00	\$2,580.00
		ADD: ASTRO 9.6 KBPS MODEM	\$1,300.00		
6	X437	BOARD	0	\$1,118.00	\$6,708.00
1	X153	ADD: HARDWARE, RACKMOUNT	\$0.00	\$0.00	\$0.00
					\$0.00
<u>QUANTAR BASE</u>					\$0.00
			\$7,850.00		
1	T5365	QUANTAR/QUANTRO FAMILY MODEL	0	\$6,123.00	\$6,123.00
			\$5,616.00		
1	X640	ENH: UHF(403-433/438-470, 110-25W)	0	\$4,380.48	\$4,380.48
			\$3,025.00		
1	X806 D	ENH: CONV ASTRO CAI OPER QTQR	0	\$2,359.50	\$2,359.50
1	X580	ADD: REPEATER OPERATION	\$0.00	\$0.00	\$0.00
1	X269	ENH: SPECTRA TAC CONVENTIONAL	\$254.00	\$198.12	\$198.12
		ADD: ASTRO 9.6 KBPS MODEM	\$1,300.00		
1	X437	BOARD	0	\$1,014.00	\$1,014.00
1	X153	ADD: HARDWARE, RACKMOUNT	\$0.00	\$0.00	\$0.00
1	U752	ADD: POWER CORD, 12 FT AC, QTAR	\$50.00	\$39.00	\$39.00
		ADD: FACTORY INSTALLED	\$1,380.00		
1	X182	DUPLEXER	0	\$1,076.40	\$1,076.40
					\$0.00
<u>ASTRO TAC RECEIVERS</u>					
<u>RACKMOUNT</u>					\$0.00
			\$2,900.00		
3	T5589	ASTRO TAC SATELLITE RECEIVER	0	\$2,494.00	\$7,482.00
		ADD: RCVR SATELLITE 403-433/450-	\$1,485.00		
3	X320	512	0	\$1,277.10	\$3,831.30
			\$1,320.00		
3	X806 F	ENH: CONV ASTRO CAI OPER RCVR	0	\$1,135.20	\$3,405.60
3	X269	ENH: SPECTRA TAC CONVENTIONAL	\$254.00	\$218.44	\$655.32
		ADD: ASTRO 9.6 KBPS MODEM	\$1,300.00		
3	X437	BOARD	0	\$1,118.00	\$3,354.00
3	X153	ADD: HARDWARE, RACKMOUNT	\$0.00	\$0.00	\$0.00
3	U752	ADD: POWER CORD, 12 FT AC, QTAR	\$50.00	\$43.00	\$129.00

				\$0.00	\$0.00
		DIU		\$0.00	\$0.00
			\$2,650.00		
1	F2048	ASTRO DIU3000 HARDWARE	0	\$2,279.00	\$2,279.00
			\$3,150.00		
1	X959	ADD: CONV RELEASE SW.	0	\$2,709.00	\$2,709.00
1	C823	APAPTER BOX, DIU3000	\$54.25	\$46.66	\$46.66
			\$1,300.00		
1	X437	ADD: 9.6 KBPS ASTRO MODEM	0	\$1,118.00	\$1,118.00
1	DLN6570	DIU Configuration Service Software	\$25.00	\$21.50	\$21.50
1	CHN1009	CARDCAGE DIU 3000	\$330.00	\$283.80	\$283.80
1	FLN6518	CONSOLE WIRELINE BOARD	\$277.00	\$238.22	\$238.22
1	FLN8840	CENTER PANEL DIU3000 CARDCAGE	\$25.00	\$21.50	\$21.50
6	FLN8841	BLANK PANEL DIU3000	\$29.00	\$24.94	\$149.64
1	T6721	DIU Encryption	\$250.00	\$215.00	\$215.00
	CA00147A				
1	A	Software	\$50.00	\$43.00	\$43.00
	CA00143A				
1	B	DES OFB	\$750.00	\$645.00	\$645.00
				\$0.00	\$0.00
			\$1,000.00		
1	T6717	KVL 3000	0	\$860.00	\$860.00
1	U239	ASTRO	\$250.00	\$215.00	\$215.00
1	X795	ASN	\$600.00	\$516.00	\$516.00
			\$1,550.00		
1	X423	DES OFB	0	\$1,333.00	\$1,333.00
1	C543	DIU cable	\$84.00	\$72.24	\$72.24
1	C724	Cable XTS	\$75.00	\$64.50	\$64.50
1	C954	Cable XTL	\$109.00	\$93.74	\$93.74
1	HKTN4004	Charger	\$165.00	\$141.90	\$141.90
					\$0.00
			\$1,425.00		
1	B1853	CCGold Field add ASTRO ACIM Module	0	\$1,175.63	\$1,175.63
1	B1827	CCGold Software License Mgr	\$165.00	\$136.13	\$136.13
1	X393	ADD: ASTRO CAI	\$600.00	\$495.00	\$495.00
					\$0.00
				Equipment	\$65,669.17
				Tax	\$5,089.36
					\$70,758.53
				Total	3

Terms: Net 30

Validity: Price valid for 30 days

Shipping: WSCA Includes Shipping

Delivery: Aprox 4 Weeks ARO

Service: Quotes are exclusive of installation & programming (unless expressly stated)



Delta Wireless & Network Solutions

1700 W Fremont St.
Stockton, Ca 95203
209-948-9611 fax 209-948-0103
Calif. contractors lic# 748224

Project Number **MO0806074**

SALES QUOTE

Customer

Name Lodi Police Department
Address 215 W. Elm St.
City Lodi
State Ca.
Zip 95240

Contact Lt. J.P. Badel
Phone 209-333-6788
Fax 209-333-6792
Email jpbadel@pd.lodi.gov
Project Channel 1 replacement

Dates

Quote Issued 8/7/2007
Customer P.O. _____

Product/Service Name	Quantity	Price	TOTAL
Miscellaneous Hardware	1	\$1,250.00	\$1,250.00

Scope of Work:

Delta Wireless will install the Lodi Police Department Channel 1 replacement system. Delta will install the voting receivers, Transmitter, and Comparator. Delta will install the DIU to interface the system to the existing console. Delta will set levels and test the operation of the system. No antenna's or line kits are included in this proposal. Should the antennas prove to be defective, additional charges will apply. Customer will be responsible for providing 4 wire circuits from the voting receiver sites to the comparator site. **Delta recommends that R56 audits be conducted at all sites to note compliance or deficiencies. A separate quote for this service will be provided upon customer request. Equipment listed on Motorola quote dated August 7, 2007.**

Subtotal Page 1	\$1,250.00
Subtotal Page 2	
Subtotal Page 3	
Freight	\$31.25
Subtotal	\$1,281.25
Tax	\$99.30
Non Tax Labor	\$14,720.00
Non Tax Freight	
TOTAL	\$16,100.55

Sales/Offered By: Mitch Okafuji

Title: Senior Sales Engineer

Phone Number: 209-948-9611

Engineered By (Initials) mo

THIS QUOTE REPRESENTS AN ENGINEERED SOLUTION AND IS PROPRIETARY AND CONFIDENTIAL

Quote accepted by: _____

Date: _____

Quote valid for thirty (30) days after receipt



Delta Wireless & Network Solutions

1700 W. Fremont St.
Stockton, Ca 95203
209-948-9611 fax 209-948-0103
Calif. contractors lic# 748224

Project Number **MO0806074**

Terms and Conditions

Customer

Name	Lodi Police Department	Contact	Lt. J.P. Badel
Address	215 W. Elm St.	Phone	209-333-6788
City	Lodi	Fax	209-333-6792
State	Ca.	Email	jpbadel@pd.lo di.gov
Zip	95240	Project	Channel 1 replacement

Dates

Quote Issued	8/7/2007
Customer P.O.	

TERMS AND CONDITIONS

- 1) Installation contract:** This quote is based upon detailed information provided to Delta Wireless and Network Solutions by the quoted customer. Signing this quote formally constitutes a signed contract for products and services between Delta Wireless and Network solutions and customer.
- 2) Adds, moves and changes** to the scope of work described within this quote must result in a written change order signed by both parties, prior to the re-ordering or reconfiguration of any product or service provided on this quote.
- 3) Remobilization** charges (depending on distance) will be added to this quote if the vehicle and/or site are not available at the time and place, or is not in the condition or configuration described by the customer.
- 4) Used equipment** will be installed at the customer's own risk. Appearance and performance will not be improved by installation. Customers have the responsibility to inform Delta of equipment deficiencies prior to installation. Delta will be glad to provide a quote for the repair and/or replacement of any equipment.
- 5) Work stoppage:** Installations will begin only after all equipment to be installed is physically on hand and ready for installation. "Work stoppage" will begin if the customer requests "Adds, moves or changes" to this quotation. If a customer initiated "change order" results, a minimum of one hour will be charged and/or travel time assessed for the remobilization of labor on the project.
- 6) Restocking and freight:** A 25 % restocking fee will be added to the change order for any product returned by Delta, on the customer's behalf. If the equipment has already been installed and the product cannot be returned to the manufacturer, the customer must pay in full. Additional freight charges, if required will be added to the change order.
- 7) Payment for equipment due upon receipt of equipment.**
- 8) Labor payment due upon completion of contract.**
- 9) Labor warranty 30 days.**
- 10) Non-Solicitation:** Customer shall not, during the term of this Agreement and for a period of two (2) years immediately following the termination of the contract, or any extension hereof, for any reason, either directly or indirectly: (a) call on, solicit, induce, recruit, or encourage any of Delta Wireless employees to leave their employment or terminate their contracts or take away such employees (b) attempt to solicit, induce, recruit, encourage or take away employees for the customer or any other person or entity; (c) call on solicit, induce, recruit or encourage any of the customers to terminate their relationships with Delta Wireless or take away such customers or (d) attempt to solicit, induce, recruit, encourage or take customer of Delta Wireless for the Customer or any other person or entity.

CUSTOMER SIGNATURE CONSTITUTES AGREEMENT WITH DELTA WIRELESS AND NETWORK SOLUTIONS TERMS AND CONDITIONS

Terms and Conditions accepted by:

Date:

Quote valid for thirty (30) days after receipt

RESOLUTION NO. 2007-165

A RESOLUTION OF THE LODI CITY COUNCIL APPROVING THE
PURCHASE AND INSTALLATION OF AN ASTRO P25 UHF VOTED
REPEATER RADIO SYSTEM TO REPLACE THE LODI POLICE
DEPARTMENT'S EXISTING PRIMARY COMMUNICATION CHANNEL

=====

WHEREAS, Lodi Municipal Code §3.20.070 authorizes dispensing with bids for purchase of supplies, services, or equipment when it is in the best interest of the City to do so; and

WHEREAS, the infrastructure to the primary communication channel for the Lodi Police Department is approximately 30 years old and has failed repeatedly recently, causing dispatchers and officers the complete inability to communicate with one another on the primary communication channel and forcing intermittent switching of communications to the secondary channel, which is unreliable due to its age; and

WHEREAS, the Police Department has been informed that the system will fail beyond repair at some point within the next several weeks and the manufacturer no longer produces replacement parts, nor will it support the current system under a service agreement; and

WHEREAS, the unreliability of the police communication system and inevitable failure creates not only an obstacle for day to day operations in serving the community but a serious concern for the safety of officers in the field as well as the citizens served; and

WHEREAS, the replacement of the current communication system will bring the Police Department into compliance with digital capable equipment required through federal radio standards by 2011 and will allow digital compliance with San Joaquin County's Master Communication Plan, joining other agencies that have recently switched to a digital capable communication infrastructure that will provide interoperability among all local public safety agencies; and

WHEREAS, staff recommends the purchase and installation of an ASTRO P25 UHF voted repeater radio system from Motorola with installation provided by Delta Wireless & Network Solutions in the total amount of **\$86,860** to replace Lodi Police Department's existing primary communication channel.

NOW, THEREFORE, BE IT RESOLVED that the Lodi City Council hereby approves the purchase and installation of an ASTRO P25 UHF voted repeater radio system from Motorola in the amount of \$70,759 and Delta Wireless & Network Solutions in the amount of \$16,101; and

BE IT RESOLVED FURTHER that funds in the total amount of **\$86,860** be appropriated from the Equipment Replacement Fund for this purchase and installation.

Dated: August 15, 2007

=====

I hereby certify that Resolution No. 2007-165 was passed and adopted by the City Council of the City of Lodi in a regular meeting held August 15, 2007, by the following vote:

AYES: COUNCIL MEMBERS – Hansen, Hitchcock, Katzakian, and
Mayor Johnson

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – Mounce

ABSTAIN: COUNCIL MEMBERS – None



RANDI JOHL
City Clerk